

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Craig P. Orgeron, Ph.D. 

CC: ITS Project Number 42827

Date: August 9, 2016

Re: Sole Source Certification Number 3936 for RevEgis Patient Phenotype Platform Software support services for the University of Mississippi Medical Center (UMMC)

Contact Name: Cerria Walker

Contact Phone Number: 601-432-8013

Contact E-mail Address: cerria.walker@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 3936 for RevEgis Patient Phenotype Platform Software support services for the University of Mississippi Medical Center (UMMC), please be advised that ITS intends to award the software to Jvion Inc. as the sole source provider of RevEgis Patient Phenotype Platform Software Support Services from December 1, 2016 through November 30, 2019, in an amount not to exceed \$506,000.00. For an explanation regarding Mississippi state law, policy and procedures for sole source procurements, refer to Attachment C: Sole Source Procurement Overview.

Sole Source Criteria

1. The product or services being purchased must perform a function for which no other product or source of services exist:

Jvion's RevEgis clinical predictive analytic solution uses machine-learned capabilities combined with clinical rules to provide predictions that are targeted to specific pre-seeded use cases along with new clinical conditions based on the needs of the patient population. RevEgis is designed to use readily available data, reduce IT demands, accelerate the implementation process, and integrate quickly within the existing workflow. This data is integrated into Epic for care and process improvement, clinical and financial waste prevention. With the RevEgis services, UMMC is able to provide better health outcomes for its patients while keeping dollars and limiting financial risk.

UMMC data is loaded into a platform, which is compared to data from hundreds of hospitals across the nations. The system then performs additional analysis that allows providers to identify, predict, and proactively reduce waste areas while

improving the health outcomes of their patients. The customer's sole source certification request is included as Attachment A.

2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services:

The solution has been able to generate highly accurate conditions about specific disease processes in both the inpatient and ambulatory setting as well as cost of care. It also has integrated directly into the workflow of UMMC's EHR Epic allowing for the use of clinical decision support tools and registries. The software uses clinical transactional data that does not add work to the clinicians and combines it with data available on socioeconomic factors contributing to clinical outcomes. The customer's sole source certification request is included as Attachment A.

3. The product or services must be available only from the manufacturer and not through resellers who could submit competitive pricing for the product or services:

Jvion is the sole source provider for RevEgis. Jvion is the only organization that sells RevEgis and does not sell RevEgis through resellers. The Vendor's sole source certification letter is included as Attachment B.

Schedule

Task	Date
First Advertisement Date	08/09/16
Second Advertisement Date	08/16/16
Response Deadline From Objectors	08/23/16, at 3:00 P.M. Central Time
Notice of Award/No Award Posted	Not before 08/24/16

Project Details

The University of Mississippi Medical Center (UMMC) originally purchased RevEgis' software as a service in May 2014, as a sole source procurement. UMMC has spent to date a total of \$148,000.00. In December 2014, UMMC extended the addendum to extend the date for seven months. In June 2015, UMMC extended the addendum for eleven months. UMMC desires to continue the use of Jvion's RevEgis platform software support services for an additional three years.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the RevEgis Patient Phenotype Platform Software support services should not be certified as a sole source should provide information in the following format for the state to use in determining whether or not to proceed with awarding the Sole Source contract to Jvion Inc.

1.1 Interested Party Information

1.1.1 Contact Name, Phone Number and email address

1.1.2 Company Website URL, if applicable

1.2 Objection to Sole Source Certification

1.2.1 Interested parties must present specific objections to the Sole Source certification using the criteria listed above.

- 1.2.2 A statement regarding the Interested Party's capabilities as related to this Sole Source Certification Request.
- 1.3 Comments will be accepted at any time prior to Tuesday, August 23, 2016, at 3:00 p.m. (Central Time) to Cerria Walker at cerria.walker@its.ms.gov or at the Mississippi Department of Information Technology Services, 3771 Eastwood Drive, Jackson, Mississippi 39211. Responses may be delivered by hand, via regular mail, overnight delivery, e-mail or by fax. Fax number is (601) 713-6380. ITS WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach ITS on time. Interested Parties may contact Cerria Walker to verify the receipt of their Responses. Responses received after the deadline will be rejected.
- 1.4 Interested Party responses should include the following information:

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. 3936-42827
Accepted until August 23, 2016 @ 3:00 p.m.,
ATTENTION: Cerria Walker**

If you have any questions concerning the information above or if we can be of further assistance, please contact Cerria Walker at 601-432-8013 or via email at cerria.walker@its.ms.gov.

Attachment A: Customer Sole Source Certification Request
Attachment B: Vendor Correspondence
Attachment C: Sole Source Procurement Overview



3771 Eastwood Drive
Jackson, Mississippi 39211
Phone 601-432-8000 Fax 601-713-6380

Sole Source Certification Request


Project Title: RevEgis			Stimulus (ARRA) Funds? Yes No X	
Customer Contact Information				
Agency/Public University: University of MS Medical Center Address: 2500 North State Street Jackson, MS 39216			Contact Person: John Showalter Phone: 601-815-6113 Fax: Email Address: jshowalter@umc.edu	
			Cindy Freeman 601-815-6574 cgfreeman@umc.edu	
MAGIC Customer Number (only required from state agencies):			Division/Dept: Handmail: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Project Summary Narrative Description of Project (include details of original acquisition if applicable): RevEgis is a deep machine learning analytic solution. It will be provided as a software as a service and will predict two clinically important health outcomes as well as predict the first billing denials. This data will then be integrated into Epic for care and process improvement. Clinical and financial waste prevention.				
ITS Acquisition Approval (CP-1) should be effective through this date (Please allow time for all vendor invoices to be paid):				
Cost Estimates <i>Fiscal Year</i>	Initial Costs	Ongoing Costs	Time Constraints Item Needed by: Funds Expire:	Anticipated Lifecycle of Products/System: 3 years (i.e. estimated years of effective use):
FY17		\$172,000.00	Discuss Funding (e.g. how much of needed funding is definite; total project budget; any matching or other non state funds) There are no matching funds. The funds all come from healthcare operations.	
FY18		\$172,000.00		
FY19		\$162,000.00		
Total		\$506,000.00		
Acquisition Details				
Items Requested	Quantity	Description	Building Location(s)	
RevEgis Patient Phenotype Platform	1	A collection of over 20 predictive algorithms that accurately identify patient phenotypes		
Describe platform & infrastructure (connectivity; software/hardware platforms; utilization of State Data Center resources: mainframe, eGovernment portal, payment engine, document management, hosting). Jvion is an existing cloud based vendor who has integrated their RevEgis platform with our electronic health record. The platform uses deep machine learning to identify unknown clinical conditions in our patients that allow for clinical interventions.				
Progress to Date: What has been done related to this project, including any communication with ITS staff (data/voice/procurement/other)?				
Sole Source Certification Note: Certification must be renewed for each revision or continuation of previous Sole Source Approvals.				
Specific business requirements to be met by the requested products or services: The solution has been able to generate highly accurate conditions about specific disease processes in both the inpatient and ambulatory setting as well as cost of care. It also has integrated directly into the workflow of UMMC's EHR Epic allowing for the use of clinical decision support tools and registries. The software uses clinical transactional data that does not add work to the clinicians and combines it with data available on socioeconomic factors contributing to clinical outcomes.				
Explain why these products or services are the only ones that can meet your needs (include unique features/special functionality): RevEgis is a deep machine learning analytic solution that predicts two clinically important health outcomes as well as predict the first billing denials. This data is integrated into Epic for care and process improvement, clinical and financial waste prevention. With the RevEgis services, UMMC is able to apply outcomes to better health outcomes of its patients while keeping dollars and preventing financial risk. Historic UMMC data is loaded into a platform, which is turned against data from hundreds of hospitals across the nations. The system then performs additional model which allows providers to identify, predict, and proactively reduce waste areas while improving the health outcomes of their patients.				
Explain why the source is the only entity that can provide the products or services (Include other products/vendors researched or evaluated): Jvion is the sole source provider for RevEgis. Jvion is the only organization that sells RevEgis and does not sell RevEgis through resellers.				
Explain why the amount to be expended for the services is reasonable: N/A				

Attachment A

Explain what your agency did to obtain the best possible price for the services: N/A	
Vendor's Certification of Sole Source attached: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Vendor's proposal submitted: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
MAGIC Vendor Code(s) Vendor must be in MAGIC before a CP-1 can be issued.	
Place Order To	Remit To
Vendor Name: Jvlon, Inc.	Vendor Name: Jvlon, Inc.
Vendor Address: 11555 Medlock Bridge Rd Suite250 John Creek, GA 30097	Vendor Address: 11555 Medlock Bridge Rd Suite250 John Creek, GA 30097

By my signature, I certify that, to the best of my professional knowledge: the requested product or services are a sole source as outlined in the ITS Procurement Handbook, Rule 207.2:013-030 Procurement Types: Sole Source, and as outlined in Mississippi Code unannotated Section 31-7-13. In addition, I acknowledge that there is a charge for ITS procurement services associated with this request which will be billed to the requestor by ITS and that my agency/public university is responsible for these charges/costs.

Ellen Swoger, Associate CIO
Name (Agency Head or Institution CIO) Title

 8/2/14
Signature Date



11555 Medlock Bridge Road, Suite 250
Johns Creek, GA 30097
Phone: 470-427-2900 • Fax: 1-855-FAX-JVION
Web: www.jvion.com

July 20, 2016

John W. Showalter, M.D. MSIS
Chief Health Information Officer
University of Mississippi Medical Center
2500 North State Street
Jackson, MS 39216
Ph. 601.815.6113

Dear John,

This letter is to confirm that Jvion, Inc. (Jvion) is the sole source provider for RevEgis – clinical and financial waste solution.

Jvion sells direct and neither utilizes any software resellers nor sub-contracts any training, consulting, or technical services.

Jvion's RevEgis is the only solution in the industry that addresses models in a way that provides identification and predictions for financial leakage and patient clinical risk prevention in real time.

Sincerely,

A handwritten signature in black ink, appearing to read "Chetan V. Patel".

Chetan V. Patel
Chief Financial Officer
Ph. 901.212.6492
chetan.patel@jvion.com

Attachment C: Sole Source Procurement Overview

The acquisition of information technology for all state agencies and institutions of higher learning (IHLs) is within the scope of the ITS law, found in Mississippi Code Section 25-53-1, et seq., and the policies and procedures established in accordance with this statute, found in the ITS Procurement Handbook posted on the ITS website (www.its.ms.gov).

ITS enabling legislation requires that information technology hardware, software and services be acquired in a manner that insures the maximum of competition among all manufacturers and suppliers of such equipment and services. Accordingly, ITS promotes full and open competition through the issuance of open specifications and the objective evaluation of Interested Party proposals to determine the lowest and best offering to meet an agency's or public university's business requirements. True competition protects the integrity and credibility of purchasing in the public sector and is essential in providing best value and adequate contractual protection for the purchasing entity. In certain limited situations, information technology acquisitions may be sole-sourced.

ITS utilizes the provisions of Public Purchasing Law for Sole Source and Emergency procurements of information technology. Mississippi Public Purchasing Law (Mississippi Code Section 31-7-13) specifies that noncompetitive items available from one source only be exempted from bid requirements (sole-sourced). ITS statute, in Section 25-53-5 (p), permits ITS to utilize provisions in Public Purchasing Law or regulations, when applicable.

Per Public Purchasing law, acquisitions must meet the following criteria to be authorized as sole source:

1. The product or services being purchased must perform a function for which no other product or source of services exists,
2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services, AND
3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services. The vendor's correspondence regarding this criterion for this project is included as Attachment B.

By policy as documented in the ITS Procurement Handbook, acquisitions of IT services must include the following information to be authorized as sole source:

1. An explanation about why the amount to be expended is reasonable, and
2. An explanation regarding the efforts by the purchaser to obtain the best possible price.

For state agencies, approval of all technology purchases with a lifecycle cost of \$5,000 or less, including sole source purchases, has been delegated to the agency. The ITS Procurement Limits Policies for Agencies (a section in the ITS Procurement Handbook) require a minimum of two competitive written bids or proposals for technology purchases with a lifecycle cost over \$5,000 but not over \$50,000 (not over \$25,000 for projects funded by the American Recovery and Reinvestment Act). Since, for single source items, the procuring agency will be unable to obtain two written bids, ITS must certify all sole source acquisitions of information technology with a lifecycle cost greater than \$5,000.

Institutions of Higher Learning (IHLs) or public universities have been delegated the authority to certify sole source procurements up to \$250,000 lifecycle cost under the ITS Procurement Limits Policies for IHLs (a section in the ITS Procurement Handbook). For the certification of sole source procurements delegated to the CIOs at public universities, the public university must follow ITS' Sole Source Procedure, including advertisement of the intent to award as sole source. Institutions certifying a sole source purchase must ensure the criteria listed above are met and documented in writing by the institution and the Interested Party prior to certifying a product or service as sole source. Sole source documentation must be reviewed and approved by the IHL's CIO for any sole-source certification above \$5,000. All sole source documentation should be retained in the public university's procurement file. Sole source requests above \$250,000 lifecycle cost require ITS approval.

Attachment C: Sole Source Procurement Overview

Other than the delegations outlined above, all sole source technology procurements must be certified by ITS. The customer's Sole Source Certification Request for this project is included as Attachment A.

ITS thoroughly reviews Sole Source Certification Requests, determining if competing products and/or services exist. If so, ITS conducts a competitive procurement. If ITS' review confirms the sole source, then a Sole Source advertisement is issued, giving other Interested Parties an opportunity to identify competing products and/or services. Based upon the results of the Sole Source advertisement, ITS will either certify the request as a sole source or conduct a competitive procurement.